

Printing Impressions

America's Most Influential and Widely Read Resource for the Printing Industry

2018
Printing Impressions

400



35th Annual Ranking

**& Who's Who
in Printing**

2018 PRINTING IMPRESSIONS

Celebrating its 35th consecutive year, the **PRINTING IMPRESSIONS 400** provides the industry's most comprehensive listing of the leading printing companies in the United States and Canada ranked by annual sales volume.

The number 400 is rendered in a large, light blue, faceted font. A yellow ribbon with black text is draped across the zero, reading "35th Annual Ranking".

The listings include company name and the location of the headquarters; parent company, if applicable; current and previous year's rankings; most recent and previous fiscal year sales figures; percentage change in sales; primary product specialties; principal officer(s); number of employees and manufacturing plants; as well as the firm's total range of in-house sheetfed and webfed digital and conventional printing process capabilities.

The financial information shown for the *PI* 400 rankings was provided voluntarily by privately-held and employee-owned firms, and we instructed companies to not provide projected/estimated sales figures if their fiscal year was still in progress. As a result, printers shown on this list were most often reporting 2017 calendar year revenues as their most recent annual sales figures.

Despite our repeated attempts, various privately-held companies refuse to divulge

their annual revenue figures, so they are not included on our *PI* 400 list. This year, based on *Forbes'* ranking of the largest privately-held companies, we included Taylor Corp. and used *Forbes'* estimated sales calculation.

In addition, some very large firms that are ranked, notably RR Donnelley, would not, or could not, break down their annual sales by the various print market specialties that we track (so, they may not appear on some of our Top 5 market segment leaders charts).

Individual printing companies that are part of larger graphic arts networks are not listed separately. In essence, to do so would be to show sales figures twice. Instead, only the sales of the entire umbrella corporation are included. In the case of a holding company that owns a graphic arts firm, the printing entity is listed in our rankings, with the holding company's name and location appearing beneath it.

Not Listed in Our 2018 Rankings?

If your company should have appeared on the 2018 PRINTING IMPRESSIONS 400 but did not, let us know for next year's list. Write to: PRINTING IMPRESSIONS, Attn: Editor-in-Chief, 1500 Spring Garden St., Suite 1200, Philadelphia, PA 19130 or email pi400@napco.com, and we'll add your firm to our database to be contacted for inclusion in next year's ranking.

— THE EDITORS

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'18	'17	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
1	1	RR Donnelley, Chicago	\$6,940.00	\$6,830.00	+2	Dan Knotts	42,700	SPEC 25% (logistics, sourcing, digital and creative services); COM 23%; DM 8%; S/T 6%	DCW; DCS; DWF; FLX; LTR; OFS; OFD; SCR	Pub	328
2	2	Quad/Graphics, Sussex, WI	\$4,131.00	\$4,330.00	-5	Joel Quadracci	22,600	SPEC 28%; INS 20%; CAT 14%; PUB 14%	DCW; DCS; DWF; FLX; GRV; OFS; OFW	Pub	57
3	3	LSC Communications, Chicago* *(Quad/Graphics and LSC announced Quad is acquiring LSC in mid-2019.)	\$3,600.00	\$3,650.00	-1	Thomas J. Quinlan III	20,000	PUB 48%; BKS 28%; SPEC 14% (Office products); DIR 3%	DCW; DCS; DWF; GRV; OFS; OFW; OFD	Pub	53
4	4	Cimpress, Waltham, MA	\$2,592.00	\$2,135.00	+21	Robert Keane	12,000	SPEC 100% (Mass-customization products)	DCS; DWF; OFS; OFD	Pub	14
5	—	Taylor Corp., North Mankato, MN	\$2,200.00	N/A	—	Glen Taylor	12,000	N/A	N/A	Prv	N/A
6	5	Deluxe Corp., Shoreview, MN	\$1,965.56	\$1,849.06	+6	Barry McCarthy	5,886	SPEC 100% (Checks, printed forms)	N/A	Pub	11
7	8	Transcontinental Inc., Montreal	\$1,527.32	\$1,527.60	—	Francois Olivier	6,500	INS 35%; PKG 17%; NEWS 13%; SPEC 11% (Distribution and premedia)	DCW; DCS; DWF; FLX; OFS; OFW	Pub	23
8	7	Cenveo Enterprises, Stamford, CT	\$1,300.00	\$1,560.00	-17	Robert G. Burton Jr.	6,000	SPEC 72% (Labels, envelopes); COM 28%	DCW; DCS; DWF; FLX; OFS; OFW	Prv	30
9	9	Donnelley Financial Solutions, Chicago	\$1,000.00	\$983.50	+2	Daniel Lieb	3,100	FIN 100%	N/A	Pub	59
10	—	Mondi North America, Jackson, MO	\$685.00	\$658.00	—	Joe Moynihan	2,100	PKG 100%	FLX; GRV	Pub	15
11	10	IWCO Direct, Chanhassen, MN	\$470.60	\$443.50	+6	Jim Andersen	2,450	DM 100%	DCW; DCS; FLX; OFS; OFW	Pub	7
12	11	Fort Dearborn, Elk Grove, IL	\$460.00	\$440.00	+5	Kevin Kwilinski	1,845	PKG 100%	DCW; DCS; FLX; GRV; OFS; OFW; SCR	Prv	17
12	14	The IMAGINE Group, Minneapolis	\$460.00	\$397.80	+16	John Hans	1,800	SPEC 70% (Large-format/P-O-P); COM 10%; FIN 10%; PKG 5%	DCW; DCS; DWF; FLX; LTR; OFS; OFD; SCR	Prv	5
14	12	WS Packaging Group, Green Bay, WI	\$440.00	\$427.40	+2	Dean Wimer	1,894	PKG 89%; SPEC 9% (Games, sweepstakes, promotions, P-O-P/P-O-S, signage, RFID/NFC, labels); DM 2%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Prv	15
15	13	Alliance Franchise Brands, Plymouth, MI	\$426.00	\$418.26	+2	Michael Marcantonio	3,000	COM 40%; SPEC 20% (Marketing services); DM 20%; PREP 10%	DCS; DWF; OFS; OFD	Prv	605
16	15	Ennis Inc., Midlothian, TX	\$370.20	\$356.90	+4	Keith Walters	2,000	SPEC 41% (Envelopes, labels, tags, stationery, presentation folders, promotional products); BF 39%; FIN 14%; COM 7%	DCW; DCS; DWF; FLX; OFS; OFW; SCR	Pub	53
17	16	SG360®, a Segerdahl Co., Wheeling, IL	\$312.00	\$310.00	—	Mary Lee Schneider	800	DM 85%; COM 15%	DCW; DCS; LTR; OFS; OFW; OFD	Prv	6
18	19	Sir Speedy Print Signs Marketing, Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA	\$303.00	\$299.00	+1	Richard Lowe	N/A	SPEC 40% (Digital printing and signage); DM 30%; COM 15%; PREP 10%	DCS; DWF; OFS; OFD	Prv	246
19	18	Trend Offset Printing, Los Alamitos, CA	\$300.00	\$300.00	—	Anthony J. Lienau	983	PUB 50%; INS 35%; CAT 10%; DIR 5%	DCS; OFW; OFD	Prv	3
20	17	AlphaGraphics, Lakewood, CO Sub., MBE Worldwide s.p.a., Milano, Italy	\$277.30	\$277.10	+2	Aaron Grohs	N/A	N/A	DCS; DWF; OFS	Prv	281
21	21	The Command Web Group, Secaucus, NJ	\$257.00	\$256.00	—	Steven Merson	814	BKS 49%; PKG 14%; FIN 13%; COM 10%	DCW; DCS; FLX; OFS; OFW	Prv	6
22	25	4over Inc., Glendale, CA	\$250.00	\$225.00	+11	Zarik Megerdichian	1,500	SPEC 100% (Trade printing)	DCS; DWF; OFS; OFD	Prv	10
23	23	Vomela Specialty, St. Paul, MN	\$246.60	\$237.10	+4	Mark Auth	1,150	SPEC 85% (Retail, fleet, events, OEM); COM 10%; PKG 5%	DCS; DWF; OFS; OFD; SCR	Prv	22
24	27	Canadian Bank Note, Ottawa, Ontario Canada	\$234.11	\$218.50	+7	Doug Arends	1,650	SPEC 100% (Security printing)	DCS; DWF; FLX; GRV; LTR; OFS; SCR	Prv	5
25	24	Orora Visual, Mesquite, TX Div., Orora Limited, Hawthorn, VIC, Australia	\$230.00	\$230.00	—	Jim Snyder	800+	SPEC 75% (P-O-P); PKG 15%; PUB 10%	DCW; DCS; DWF; FLX; LTR; OFS; OFW; OFD; SCR	Pub	5
26	22	DATA Communications Management, Brampton, Ontario, Canada	\$222.70	\$214.10	+4	Gregory J Cochrane	1,450	SPEC 28% (Labels, wide-format, warehousing & logistics); DM 25%; BF 25%; COM 20%	DCW; DCS; DWF; FLX; OFS; OFW; OFD; SCR	Pub	11
27	26	Walsworth, Marceline, MO	\$180.75	\$181.50	—	Don O. Walsworth	1,225	BKS 51%; PUB 39%; CAT 10%	DCS; OFS; OFW	Prv	4
28	34	Mittera Group, Des Moines, IA	\$165.80	\$132.50	+25	Jon Troen	1,000	DM 35%; INS 20%; SPEC 10% (Design, mobile apps, website development, photography, videography, data); COM 10%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	10
29	29	Japs-Olson Co., St. Louis Park, MN	\$164.40	\$159.62	+3	Michael W. Beddor	660	DM 90%; COM 5%; CAT 5%	DCW; DCS; OFS; OFW; OFD	Prv	1
30	28	Freedom Graphic Systems, Milton, WI	\$161.20	\$160.60	—	Martin Liebert	650	DM 95%; S/T 3%; COM 2%	DCW; DCS; DWF; OFW; OFD	Prv	5
31	30	Data-Mail Inc., Newington, CT	\$152.00	\$153.00	-1	Bruce Mandell	1,050	DM 100%	DCW; DCS; OFS; OFW; OFD	Prv	2
32	—	The Bernard Group, Chanhassen, MN	\$151.00	\$115.00	+31	Phillip Hazel	630	N/A	DCS; DWF; SCR	Emp	2
33	31	DG3 Diversified Global Graphics Group, Jersey City, NJ	\$148.00	\$140.00	+6	Steven Babat	700	FIN 45%; COM 35%; DM 10%; SPEC 5% (Digital marketing)	DCW; DCS; OFS; OFW; OFD	Prv	5

LEGEND Primary Specialties: BF – Business Forms; BKS – Book Manufacturing; CAT – Catalogs; COM – General Commercial Printing; DIR – Directories; DM – Direct Mail; FIN – Financial Printing; INS – Inserts; NEWS – Newspapers; PKG – Packaging; PREP – Prepress Services; PUB – Publications and Periodicals; SPEC – Specialty Printing; S/T – Statements/Transactional; N/A – Not Available. **Printing Processes/Capabilities:** DCW – Digital (Continuous-Web); DCS – Digital (Cut-Sheet); DWF – Digital (Wide- & Grand-Format); FLX – Flexography; GRV – Gravure; LTR – Letterpress; OFS – Offset (Sheetfed); OFW – Offset (Web); OFD – Offset/Digital Hybrid; SCR – Screen

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'18	'17	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
34	33	OneTouchPoint Inc. , Hartland, WI	\$143.70	\$138.10	+4	David Holland	800	COM 40%; SPEC 20% (Online solutions, fulfillment, distribution, managed print services); DM 10%; PKG 8%	DCW; DCS; DWF; LTR; OFS; OFW; OFD	Prv	8
35	31	Rohrer Corp. , Wadsworth, OH	\$140.00	\$140.00	—	Steve Wirrig	700	PKG 100%	FLX; OFS	Prv	5
36	35	MPI Label Systems , Sebring, OH	\$134.00	\$130.00	+3	Randy L. Kocher	570	PKG 86%; SPEC 10% (Label applying equipment, RFID); PREP 2%; DM 2%	DCW; DCS; FLX; SCR	Prv	11
37	37	Smyth Cos. , St. Paul, MN	\$125.00	\$123.00	+2	John Hickey	520	PKG 98%; COM 2%	DCW; FLX; OFS	Prv	9
38	—	Taylor Publishing , Dallas Sub., American Achievement, Austin, TX	\$122.00	\$117.00	+4		N/A	BKS 97%; CAT 3%	DCS; OFS; SCR	Prv	1
39	38	Hammer Packaging , W. Henrietta, NY	\$120.98	\$122.20	-1	James E. Hammer	525	PKG 100%	DCW; FLX; OFS; OFW; SCR	Prv	2
40	43	American Litho , Carol Stream, IL	\$120.51	\$113.49	+6	Michael Fontana, Chris Joyaux	350	DM 50%; CAT 20%; INS 15%; SPEC 10% (Digital, wide-format and fulfillment)	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
41	39	Sandy Alexander , Clifton, NJ	\$120.50	\$121.50	—	Mike Graff	350	COM 37%; DM 23%; SPEC 17%; CAT 8%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	4
42	40	Phoenix Group , Philadelphia	\$118.00	\$117.80	—	Barry Green	300	COM 46%; DM 20%; FIN 10%; PKG 10%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	4
42	41	DirectConnectGroup , Cleveland	\$118.00	\$115.00	+3	Robert A. Durham	650	COM 40%; DM 22%; SPEC 20% (Fulfillment); PUB 7%	DCS; DWF; LTR; OFS; OFW; OFD	Prv	7
44	41	Mimeo.com , New York	\$116.48	\$114.97	+1	Robert Byrne	900	COM 76%; SPEC 13% (Photo publishing); BKS 8%; DIR 3%	DCW; DCS; DWF	Prv	4
45	—	Magnets 4 media , Washington, MO	\$114.20	\$113.36	—	Bill Korowitz	400	SPEC 100% (Promotional products)	N/A	N/A	4
46	45	Nosco , Gurnee, IL Sub., Holden Industries, Deerfield, IL	\$114.00	\$96.10	+18	Russell Haraf	610	PKG 95%; COM 5%	DCW; DCS; DWF; FLX; LTR; OFD	Emp	6
47	44	Publication Printers , Denver	\$113.00	\$92.30	+22	Gary Rosenberg	550	PUB 60%; CAT 20%; DM 10%; COM 10%	DCS; OFW	Prv	2
48	54	Fortis Solutions Group , Virginia Beach, VA	\$112.00	\$88.00	+27	John Wynne	450	SPEC 100% (Labels, flexible packaging, shrink sleeves, folding cartons)	DCW; DCS; FLX; OFS	Prv	10
49	36	St. Joseph Communications , Concord, Ontario	\$108.70	\$129.30	-16	Tony Gagliano	800	COM 26%; INS 23%; PUB 19%; DM 11%	DCS; DWF; LTR; OFS; OFW; OFD	Prv	3
50	46	Lithographix Inc. , Hawthorne, CA	\$100.00	\$100.00	—	Herb Zebrack	235	SPEC 40% (Grand-format, large-format, retail); COM 20%; CAT 10%; INS 10%	DCS; DWF; OFS; OFW	Prv	1
51	48	Arandell Corp. , Menomonee Falls, WI	\$98.00	\$98.00	—	Bradley Hoffman	700	CAT 96%; PREP 3%; PUB 1%	OFW	Prv	2
51	55	Vision Integrated Graphics Group , Chicago	\$98.00	\$85.00	+15	Brad Moore	350	DM 65%; SPEC 20% (Large-format); COM 15%	DCS; DWF; OFS; OFD; SCR	Prv	2
53	46	Western States Envelope & Label , Butler, WI	\$96.00	\$98.00	-2	Steve Bayerlein	600	SPEC 95% (Labels and tags, promotional products, envelopes, folders, stationery, integrated cards); DM 5%	DCW; FLX; OFS	Prv	5
54	50	L.K. Litho , Middle Island, NY Div., The Linick Group, Middle Island, NY	\$95.89	\$94.57	+1	Roger Dextor	256	BKS 40%; DM 25%; PUB 20%; INS 15%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	Prv	6
55	59	Henry Wurst , N. Kansas City, MO	\$91.50	\$80.00	+14	Michael S. Wurst	321	COM 35%; DM 19%; BKS 15%; SPEC 12% (Fulfillment)	DCW; DCS; OFS; OFW	Prv	2
56	51	Consolidated Label , Sanford, FL	\$91.00	\$90.00	+1	Joel Carmany	300	SPEC 100% (Labels, shrink sleeves, flexible packets and tags)	DCW; FLX; SCR	Prv	1
57	58	Specialty Print Communications , Niles, IL	\$89.42	\$81.92	+9	Adam M. LeFebvre	495	DM 85%; COM 15%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	4
58	53	JohnsByrne Co. , Niles, IL	\$89.40	\$86.10	+4	Corey Gustafson	237	PKG 64%; DM 20%; COM 16%	OFS; OFD	Prv	2
59	62	Wilten Direct , Deerfield Beach, FL	\$82.90	\$78.20	+6	Kevin Wilten	336	DM 100%	DCW; DCS; OFW; OFD	Prv	1
60	77	Friesens Corp. , Altona, Manitoba	\$80.00	\$80.00	—	Chad Friesen	580	BKS 87%; PKG 7%; SPEC 6% (Self-publishing)	DCW; FLX; OFS; OFW	Emp	3
60	55	Universal Wilde , Westwood, MA	\$80.00	\$80.00	—	Stephen Flood	275	CAT 35%; S/T 35%; DM 20%; FIN 20%	DCW; DCS; OFS; OFW; OFD	Prv	2
62	57	IMS Inc. , Liverpool, NY	\$79.30	\$82.20	-4	W. Lee Vanderpool Jr.	200	S/T 80%; DM 20%	DCW; DCS	Prv	5
63	63	PIP Marketing, Signs, Print , Mission Viejo, CA Div., Franchise Services (FSI), Mission Viejo, CA	\$78.00	\$77.00	+1	Richard Lowe	N/A	SPEC 40% (Digital printing and signage); DM 30%; COM 15%; PREP 10%	DCS; DWF; OFS; OFD	Prv	68
64	—	Discount Labels , New Albany, IN	\$74.02	—	N/A	John Becker	490	N/A	N/A	N/A	1
65	66	Zoo Printing , Bell, CA	\$74.00	\$74.00	—	Esteban Duran	N/A	SPEC 76% (Postcards, large-format, brochures, business cards); COM 14%; CAT 10%	DCS; DWF; OFS; OFD	Prv	N/A
66	—	ICS Corp. , West Deptford, NJ	\$72.00	\$62.00	+16	Matthew Bastian	350	DM 100%	DCW; DCS	Prv	1
66	67	Marquis Book Printing , Montreal	\$72.00	\$71.50	+1	Serge Loubier	400	BKS 84%; PUB 8%; CAT 3%; SPEC 3%	DCW; DCS; OFS; OFW; OFD	Prv	2
68	—	SourceLink LLC , Itasca, IL	\$71.00	\$72.80	-2	Don Landrum	425	DM 50%; SPEC 25% (Customer intelligence/ analytics); S/T 25%	DCW; DCS; OFS; OFW	Prv	4

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69	85	Postal Center International , Fort Lauderdale, FL	\$70.00	\$60.00	+16	Ismael Diaz	250	COM 20%; DIR 10%; BKS 10%; DM 10%	DCS; DWF; OFS; OFD	Prv	3
70	65	American Spirit , Eden Prairie, MN	\$69.50	\$74.40	-7	Darren Carlson	329	DM 40%; COM 20%; SPEC 20% (Specialty); PKG 10%	DCW; DCS; OFS; OFW; OFD	Prv	4
71	70	Core Publishing Solutions , Eagan, MN Parent: Thomson Reuters	\$68.50	\$69.04	-1	Todd Roth	375	BKS 100%	DCW; DCS; OFS; OFW	Pub	1
72	72	Outlook Group , Neenah, WI	\$68.00	\$68.00	—	John Cappy	300	PKG 95%; COM 5%	DCW; FLX; GRV; OFS	Prv	2
72	68	Flower City Printing , Rochester, NY	\$68.00	\$71.41	-5	George Scharr, Steven Schuld	325	PKG 70%; COM 10%; PREP 10%; CAT 4%	DCS; DWF; FLX; OFS; OFD	Prv	2
72	93	SpeedPro Imaging , Centennial, CO	\$68.00	\$62.00	+9	Larry Oberly	250+	SPEC 100% (Wide-format)	DCW; DCS; DWF	Prv	124
72	74	Tri-State Envelope , Ashland, PA	\$68.00	\$65.00	+5	John Swensen	470	DM 60%; COM 20%; FIN 20%	FLX; LTR; OFS	Emp	3
76	103	Elanders Americas , Davenport, IA	\$67.33	\$51.26	+31	Thomas P. Sheehan	200	BKS 50%; SPEC 30% (ITSolutions, subscription and e-commerce services); COM 20%	DCW; DCS; DWF; OFS; OFW	Pub	2
77	71	Thomas Printworks , Richardson, TX	\$66.50	\$68.50	-2	Bryan Thomas	551	COM 62%; DM 15%; BF 5%; CAT 5%	DCS; DWF; LTR; OFS	Prv	25
78	75	Spectrum Marketing , Manchester, NH	\$64.30	\$63.65	+1	Kevin Lash	235	DM 67%; COM 19%; SPEC 9% (Large-format); PUB 6%	DCS; DWF; OFS; OFW	Prv	3
79	80	Diversified Labeling Solutions , Itasca, IL	\$64.12	\$61.48	+4	Bob Hakman, Jim Kersten	221	SPEC 100% (Pressure-sensitive labels)	DCW; FLX	Prv	5
80	82	Kirkwood , Wilmington, MA	\$64.00	\$61.00	+5	Bob Coppinger	245	COM 40%; DM 20%; CAT 20%; BKS 5%	DCS; DWF; OFS	Prv	1
81	89	Glenroy Inc. , Menomonee Falls, WI	\$62.40	\$58.80	+6	Rich Buss	193	PKG 100%	FLX	Prv	2
82	81	KP LLC , San Leandro, CA	\$62.30	\$61.30	+1	Joe Atturio	325	SPEC 30% (Document automation, e-commerce services, labels, fulfillment, email, data security); DM 20%; COM 20%; FIN 10%	DCW; DCS; DWF; FLX; OFS; OFW; OFD	Prv	7
83	69	Primary Color , Cypress, CA	\$62.00	\$69.80	-11	Dan Hirt	315	SPEC 50% (Large- and small-format digital, fabrication, installations); COM 15%; PREP 15%; PKG 10%	DCS; DWF; OFS; OFD	Prv	2
84	91	GLS/NEXT Precision Marketing , Brooklyn Park, MN	\$61.80	\$58.16	+6	Gary L. Garner	275	COM 65%; DM 20%; SPEC 15% (Creative, IT services, distribution services, promotional products, media, search engine)	DCS; DWF; OFS; OFW	Prv	3
85	84	Diamond Packaging , Rochester, NY	\$61.58	\$60.05	+2	Karla Fichter	262	PKG 100%	FLX; OFS	Prv	2
86	78	Meyers , Minneapolis	\$61.00	\$62.00	-2	Mike Lane	250	SPEC 90% (Retail marketing solutions, labels and cards); PKG 10%	DCW; DCS; DWF; FLX; OFS; SCR	Prv	1
86	109	Lewisburg Printing , Lewisburg, TN	\$61.00	\$47.00	+29	Thomas Hale Hawkins, IV	150	PKG 75%; COM 15%; SPEC 5% (Digital and flexo); PREP 5%	DCS; DWF; FLX; OFS	Prv	5
86	99	Omni Systems , Richmond Heights, OH	\$61.00	\$54.20	+13	Adam DeFrancesco	114	PKG 100%	DCW; FLX	Prv	1
89	85	BCT , Fort Lauderdale, FL	\$60.23	\$60.19	—	Bruce Mars	700	COM 100%	DCS; DWF; LTR; OFS; OFD	Prv	32
90	83	Champion Industries , Huntington, WV	\$60.15	\$60.15	—	Marshall T. Reynolds	320	BKS 30%; BF 20%; CAT 20%; COM 20%	DCS; LTR; OFS; OFD	Prv	7
91	85	Worzalla , Stevens Point, WI	\$60.00	\$60.00	—	Jim Fetherston	270	BKS 100%	OFS; OFW	Emp	1
91	78	H.S. Crocker Co. , Huntley, IL	\$60.00	\$62.00	-3	Ron Giordano	161	PKG 90%; PREP 5%; SPEC 5%	FLX; LTR	Emp	2
91	76	Southwest Offset Printing , Gardena, CA	\$60.00	\$63.00	-5	Dutch Greve	400	PUB 40%; NEWS 40%; COM 20%	OFW	Prv	2
94	90	Inserts East , Pennsauken, NJ	\$59.00	\$58.50	+1	Nicholas Maiale	215	INS 100%	OFW	Prv	1
95	97	IBS Direct , King of Prussia, PA	\$58.00	\$55.00	+5	Ted Sherwin	110	DM 75%; SPEC 15% (Commercial heatset web with in-line finishing); INS 10%	OFW	Prv	1
96	94	Ward/Kraft Inc. , Fort Scott, KS	\$57.73	\$56.63	+2	Roger Kraft	350	N/A	N/A	Prv	3
97	92	Mod-Pac Corp. , Buffalo, NY	\$57.00	\$58.00	-2	Daniel Keane	340	PKG 100%	OFS	Prv	1
97	97	Colortree Group , Henrico, VA	\$57.00	\$55.00	+4	Pat Patterson	255	DM 100%	FLX; OFS; OFW	Prv	1
99	101	Versa Press , E. Peoria, IL	\$56.18	\$53.81	+4	Steven J. Kennell	215	BKS 100%	DCS; OFS	Prv	1
100	—	Ferrari Color , Salt Lake City	\$55.00	\$50.78	+8	Marty McGhie	140	SPEC 100% (Wide-format)	DCS; DWF	Prv	2
101	100	Grandville Printing , Grandville, MI	\$53.00	\$54.00	-1	Jeffrey C. Brewer	300	INS 70%; SPEC 25% (Digital printing); COM 6%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
102	110	AWT Labels and Packaging , Minneapolis	\$51.97	\$46.63	+11	Jim Lundquist	193	SPEC 100% (Labels and flexible packaging)	DCW; FLX	Prv	2
103	104	I.D. Images , Brunswick, OH	\$51.12	\$50.16	+2	Brian Gale	200	PKG 95%; BF 5%	DCW; DCS; FLX; OFS; OFW	Prv	7
104	102	Stouse LLC , New Century, KS	\$50.87	\$51.91	-2	Bruce Reed	379	SPEC 100% (Decals, magnets, signs, roll labels, plastic products)	DCW; DCS; DWF; FLX; SCR	Prv	1

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'18	'17	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
105	96	Gill Studios , Lenexa, KS	\$50.51	\$55.86	-10	Mark Gilman	400	SPEC 100% (Labels, tags, decals, promotional products)	DCS; DWF; FLX; OFS; SCR	Prv	1
106	105	Hatteras , Tinton Falls, NJ	\$50.00	\$50.00	—	Bill Duerr	250	COM 85%; DM 15%	DCS; DWF; OFS	Prv	2
107	107	Lane Press , South Burlington, VT	\$49.70	\$48.60	+2	Philip M. Drumheller	210	PUB 100%	OFW	Prv	1
108	106	The John Roberts Co. , Minneapolis	\$49.00	\$49.00	—	Michael R. Keene	240	COM 40%; DM 30%; INS 20%; CAT 10%	DCS; OFS; OFW	Prv	1
109	111	Ripon Printers , Ripon, WI	\$48.50	\$46.50	+4	H. Andersen Lyke	300	COM 40%; CAT 25%; PUB 20%; DIR 10%	DCS; OFS; OFW	Prv	1
110	—	Journal Graphics , Portland, OR	\$48.30	\$46.70	+3	Dianne Bullas	165	PUB 85%; CAT 10%; INS 5%	OFW	Prv	1
111	154	Mercury Print Productions , Rochester, NY	\$45.00	\$34.00	+32	John Place	220	BKS 60%; COM 30%; DM 10%	DCW; DCS; DWF; OFS; OFD	Prv	1
111	113	Freepress Press , New Philadelphia, OH	\$45.00	\$44.00	+2	David G. Pilcher	180	PUB 60%; CAT 30%; DM 10%	OFS; OFW	Prv	2
113	108	The YGS Group , York, PA	\$43.78	\$47.73	-8	Jim Kell	206	PUB 45%; SPEC 20% (Marketing services); CAT 15%; DM 10%	DCS; DWF; LTR; OFS; OFD	Prv	2
114	126	K1 Packaging Group , City of Industry, CA	\$42.00	\$38.50	+9	Mike Tsai	125	PKG 100%	DCW; FLX; OFS; SCR	Prv	2
114	113	TI Group , Toronto	\$42.00	\$42.00	—	Peter Spring	200	SPEC 65% (P-O-S graphics, creative and photo related services); COM 20%; DM 8%; PREP 7%	DCS; DWF; LTR; OFS; OFD	Prv	1
114	112	Darwill , Hillside, IL	\$42.00	\$44.90	-6	Troy VanDyke Brandon VanDyke	179	DM 75%; S/T 12%; COM 10%; BKS 3%	DCW; DCS; OFS; OFD	Prv	2
117	142	ANRO Inc. , West Chester, PA	\$41.40	\$35.10	+18	James A. Spinelli Jr.	140	COM 30%; DM 25%; SPEC 20% (Wide-format and Web services); CAT 10%	DCW; DCS; DWF; LTR; OFS; OFD	Prv	1
118	118	Repacorp Label Products , Tipp City, OH	\$41.04	\$40.45	+1	Rick M. Heintl	185	SPEC 98% (Labels); PKG 2%	DCW; DCS; DWF; FLX; SCR	Prv	3
119	115	DS Graphics , Lowell, MA	\$40.78	\$43.14	-5	Jeffrey Pallis	205	DM 20%; COM 20%; SPEC 15% (Mailing and fulfillment); CAT 15%	DCW; DCS; DWF; OFS	Prv	1
120	126	Geographics Inc. , Atlanta	\$40.50	\$38.50	+5	Norvin C. Hagan	150	COM 40%; CAT 25%; INS 15%; DM 10%	DCS; OFS; OFW; OFD	Prv	1
121	120	FCL Graphics , Harwood Heights, IL	\$40.00	\$40.00	—	Lou Tazioli	200	INS 25%; DM 20%; COM 20%; CAT 15%	DCW; DCS; OFS; OFW; OFD	Prv	1
121	117	Quantum Group , Morton Grove, IL	\$40.00	\$40.49	—	Cheryl Kahanec	175	DM 40%; COM 40%; S/T 15%; FIN 5%	DCW; DCS; OFS	Prv	3
121	120	Colonial Press International , Miami	\$40.00	\$40.00	—	Jose Gomez Jorge Gomez	200	CAT 35%; DM 35%; COM 15%; PUB 10%	DCS; OFS; OFW	Prv	1
121	—	Image Options , Foothill Ranch, CA	\$40.00	\$23.00	+73	Brian Hite	150	SPEC 98% (Large- and grand-format digital, soft signage, textiles and fabrication); PREP 2%	DWF	Prv	2
125	119	Forum Communications Printing , Detroit Lakes, MN Div., Forum Communications, Fargo, ND	\$39.92	\$40.04	—	Dennis Hall	291	NEWS 36%; PUB 20%; COM 11%; DIR 10%	DCS; OFS; OFW	Prv	5
126	147	Mosaic , Cheverly, MD	\$39.80	\$33.10	+20	Brendan Connors	205	COM 45%; DM 25%; SPEC 20%; BKS 10%	DCS; DWF; OFS; OFD	Prv	3
127	123	New Jersey Business Forms/Info-Seal/Hampshire Label , Englewood, NJ	\$39.63	\$39.41	—	David Harnett	145	SPEC 40% (Pressure seal, labels - digital and flexo, integrated labels and cards, jumbo rolls); BF 16%; FIN 15%; DM 14%	DCW; DCS; FLX; OFS; OFW; OFD	Prv	2
128	122	Bolger Vision Beyond Print , Minneapolis	\$39.50	\$36.80	+7	djk Bolger	200	COM 30%; DM 20%; CAT 10%; SPEC 10%	DCS; DWF; OFS	Prv	2
129	137	Cathedral Corp. , Rome, NY	\$39.30	\$35.80	+10	Marianne Gaige	280	S/T 60%; DM 40%	DCW; DCS; DWF; LTR	Prv	4
130	141	Prisma Graphic , Phoenix	\$39.10	\$35.20	+11	Robert Anderson	229	SPEC 25% (Digital); DM 25%; COM 25%; PKG 10%	DCS; DWF; OFS; OFW; OFD	Prv	1
131	132	J.S. McCarthy Printers , Augusta, ME	\$38.70	\$37.30	+4	Jonathan Tardiff	230	COM 65%; PKG 20%; INS 10%; PREP 5%	DCS; DWF; OFS	Prv	1
132	128	Knepper Press , Clinton, PA	\$38.50	\$38.30	—	William J. Knepper	195	COM 50%; CAT 15%; DM 15%; PUB 15%	DCS; OFS; OFW	Prv	1
133	154	Bradford & Bigelow , Newburyport, MA	\$38.20	\$32.00	+19	John Galligan	150	BKS 60%; DIR 20%; COM 10%; FIN 10%	DCW; DCS; OFS; OFW; OFD	Prv	1
134	130	Dome , McClellan Park, CA	\$38.10	\$38.10	—	Tim Poole	200	SPEC 35% (Fulfillment, warehouse management, large-format screen and digital printing, small-format digital printing); COM 15%; DM 10%; PKG 10%	DCS; DWF; OFS; OFW; OFD	Prv	1
135	140	Angstrom Graphics , Cleveland	\$38.06	\$35.40	+8	Wayne Angstrom	220	COM 45%; DM 20%; INS 16%; CAT 10%	DCW; DCS; OFS; OFW	Prv	2
136	131	Weldon, Williams & Lick , Ft. Smith, AR	\$38.00	\$38.00	—	Jim Walcott	270	SPEC 100%	DCW; DCS; FLX; LTR; OFS; OFD; SCR	Prv	1
137	133	KDM Enterprises , Carpentersville, IL	\$37.99	\$36.50	+3	Larry Newman	110	BF 96%; SPEC 6% (Label products)	FLX; OFW	Emp	3
138	128	Adplex , Houston	\$37.90	\$38.30	—	Edward Raine	150	INS 92%; PREP 7%; SPEC 1% (Technology services)	OFW	Prv	1
139	150	ColorDynamics , Allen, TX	\$37.80	\$32.50	+16	Matt Coltharp	170	DM 40%; COM 30%; CAT 15%; SPEC 15% (Retail signage and graphics)	DCS; DWF; OFS; OFW	Prv	1
140	125	Suttle-Straus Inc. , Waunakee, WI	\$37.47	\$39.01	-3	Ted Straus	190	DM 40%; COM 20%; SPEC 15% (Grand-format imaging); S/T 10%	DCS; DWF; OFS; OFW; OFD	Prv	1

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141	124	Communicorp Inc. , Columbus, GA	\$37.32	\$39.01	-4	Eric Seldon	176	COM 66%; DM 13%; BKS 11%; PREP 5%	DCW; DCS; DWF; OFS; OFW	Prv	1
142	—	LCP , Waukegan, IL	\$37.10	\$36.40	+1	Thomas Johnson	170	COM 45%; SPEC 25% (grand-format, fulfillment, storage and mailing); DM 20%; PREP 10%	DCS; DWF; LTR; OFS	Prv	2
143	—	Fuse LLC , Berkeley, IL	\$36.35	\$41.07	-11	Scott Voris	150	SPEC 40% (Plastic/UV); COM 35%; PREP 15%; DM 10%	DCS; DWF; OFS	Prv	1
144	134	DirectMail.com , Prince Frederick, MD	\$36.09	\$36.28	—	Robert Salta	274	DM 100%	DCW; DCS; DWF; OFS; OFW	Prv	3
145	154	TPC Printing & Packaging , Chattanooga, TN	\$35.00	\$32.00	+9	Joseph A. Schmissrauter	160	PKG 100%	DCS; FLX; OFS; SCR	Prv	1
145	143	The Maple Press Co. , York, PA	\$35.00	\$35.00	—	James Wisotzkey	335	BKS 100%	DCS; OFS; OFW	Prv	1
147	153	Continental Web Press , Itasca, IL	\$34.90	\$32.10	+9	Diane K. Field	250	CAT 85%; DM 15%	DCS; OFW	Prv	1
148	135	King Printing , Lowell, MA	\$34.00	\$36.00	-5	Adi Chinai	100	BKS 98%; PUB 2%	DCW	Prv	1
149	163	Drummond Press , Jacksonville, FL	\$33.66	\$30.32	+11	John Falconetti	115	COM 55%; DM 20%; CAT 5%; FIN 5%	DCS; DWF; OFS; OFW	Prv	2
150	160	Baesian Group , Hilliard, OH	\$33.00	\$31.00	+6	Rod Baesian	140	SPEC 40% (Retail P-O-P); DM 40%; COM 20%	DCS; DWF; OFS; OFD	Prv	3
150	149	Master Graphics , Rochelle, IL	\$33.00	\$32.60	+1	Kenneth Love	108	DM 35%; INS 30%; COM 20%; FIN 10%	DCS; OFW	Prv	2
150	146	Compu-Mail/Dual Print and Mail , Grand Island, NY	\$33.00	\$33.50	-1	Michael Vitth	204	DM 40%; COM 20%; PUB 15%; BKS 15%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	2
153	148	Hudson Printing , Salt Lake City	\$32.80	\$32.80	—	Paul Hudson	165	CAT 40%; COM 20%; PUB 20%; DM 10%	DCW; DCS; OFW	Prv	1
154	162	C.J. Graphics (A member of C.J. Group of Cos.) , Mississauga, Ontario	\$32.40	\$30.35	+7	Jay Mandarino	240	CAT 25%; INS 16%; PKG 11%; DM 10%	DCS; DWF; LTR; OFS; OFD; SCR	Prv	1
155	173	Tidewater Direct , Centerville, MD	\$32.30	\$28.60	+12	Ken Boone	220	DM 80%; PKG 10%; INS 10%	DCW; OFW; OFD	Prv	3
156	158	Modern Litho , Jefferson City, MO	\$32.28	\$31.78	+2	D. Moore, D. Porter, G. Meeker	209	PUB 50%; COM 30%; DM 10%; CAT 7%	DCS; DWF; OFS	Prv	4
157	150	Ironmark , Annapolis Junction, MD	\$32.00	\$32.50	-2	Jeff Ostenso	140	COM 40%; BKS 30%; SPEC 15% (Promotional products, creative services, digital marketing); DM 10%	DCW; DCS; DWF; OFS; OFW	Prv	1
158	145	Midstates Inc. Print & Media Solutions , Aberdeen, SD	\$31.07	\$33.52	-7	Matt Feickert	250	DM 60%; COM 15%; CAT 15%; PUB 10%	DCS; DWF; LTR; OFS; OFW	Prv	1
159	164	Southeastern , Stuart, FL	\$31.00	\$30.30	+2	Don Mader	184	COM 80%; PREP 16%; DM 4%	DCS; DWF; OFS	Prv	2
160	164	ABS Graphics , Itasca, IL	\$30.45	\$30.30	—	Russ Babka	150	SPEC 50% (Fulfillment, P-O-P, digital printing, signage, large-format); DM 30%; COM 15%; PKG 5%	DCS; DWF; OFS; SCR	Prv	1
161	157	The Dot Corp. , Irvine, CA	\$30.35	\$31.83	-5	Bruce M. Carson	175	COM 50%; DM 15%; INS 10%; CAT 10%	DCS; DWF; OFS; OFW	Prv	3
162	—	APS Marketing Group , Brooklyn, NY	\$30.00	—	—	Isaac Braun	60	COM 50%; PUB 15%; BF 15%; CAT 15%	N/A	Prv	1
162	167	Star Web Printing , Ekobicoke, Ontario	\$30.00	\$30.00	—	Gulam Jaffer	150	INS 40%; COM 20%; BKS 20%; DM 10%	DCS; DWF; LTR; OFS; OFW	Prv	1
162	179	AMP Printing , Dublin, CA	\$30.00	\$27.80	+8	Kathy Main	125	COM 50%; PKG 20%; CAT 10%; DM 10%	DCS; DWF; LTR; OFS; OFD	Prv	1
165	138	Nieman Printing , Dallas	\$29.90	\$35.70	-16	Joanie Nieman	172	DM 36%; PUB 20%; BF 18%; CAT 12%	DCW; DCS; DWF; LTR; OFS; OFW	Prv	1
166	182	Smith Edwards Dunlap , Philadelphia	\$29.50	\$27.50	+7	Jonathan Shapiro	90	COM 70%; FIN 10%; DM 10%; PREP 5%	DCS; OFS	Prv	1
167	166	Rand Graphics , Wichita, KS	\$29.30	\$30.28	-3	Randy Vautravers	150	SPEC 50% (Large-format, digital, screen, P-O-P); COM 50%	DCS; DWF; OFS; OFD; SCR	Prv	2
168	175	Hemlock Printers , Burnaby, British Columbia	\$29.20	\$28.20	+4	Richard Kouwenhoven	185	COM 65%; FIN 15%; PUB 10%; BKS 10%	DCS; DWF; OFS	Prv	1
169	189	Worth Higgins & Associates , Richmond, VA	\$29.10	\$25.80	+13	Rick LaReau	177	COM 100%	DCS; DWF; LTR; OFS	Emp	2
170	185	CP Direct , Lanham, MD	\$28.34	\$26.61	+6	Matt Trotta	110	DM 100%	OFS; OFW	Prv	1
171	187	EP Graphics , Berne, IN Div., Dynamic Resource Group, Berne, IN	\$28.20	\$26.20	+7	Tyler N. Kitt	125	PUB 63%; CAT 32%; BKS 3%; SPEC 2% (Fulfillment)	DCW; OFW	Prv	1
172	171	Huston Patterson , Decatur, IL	\$28.00	\$29.00	-3	Thomas W. Kowa	85	PKG 98%; SPEC 1%; BKS 1%	DCS; OFS	Prv	2
172	188	Thomson-Shore , Dexter, MI	\$28.00	\$26.00	+7	Kevin Spall	162	BKS 98%; SPEC 2% (Publishing and distribution, e-books)	DCS; OFS; OFW	Emp	1
172	167	Shapco Printing , Golden Valley, MN	\$28.00	\$30.00	-6	Joel Shapiro	120	COM 40%; PKG 15%; CAT 15%; DM 15%	DCS; DWF; OFS; OFD	Prv	1
172	177	Metropolitan Fine Printers , Vancouver, British Columbia	\$28.00	\$28.00	—	Nikos Kallas	120	BKS 20%; CAT 20%; DM 20%; COM 15%	DCS; DWF; OFS; OFD	Prv	2

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176	191	Gilson Graphics , Grand Rapids, MI	\$27.50	\$25.74	+7	David L. Gilson	160	SPEC 55% (Design, fulfillment, composition, large-format); COM 10%; CAT 10%; DM 5%	DCW; DCS; DWF; OFS	Prv	3
177	214	Mossberg & Co. , South Bend, IN	\$27.30	\$22.30	+22	James W. Hillman	140	COM 50%; SPEC 15% (Marketing services/fulfillment); PKG 15%; CAT 10%	DCW; DCS; FLX; LTR; OFS	Prv	2
178	161	Boutwell Owens & Co. , Fitchburg, MA	\$27.10	\$30.80	-12	Ward W. McLaughlin	185	PKG 95%; COM 5%	DCS; FLX; OFS	Prv	2
179	219	Westamerica Communications , Lake Forest, CA	\$26.70	\$21.60	+24	Doug Grant	100	COM 60%; DM 30%; PKG 10%	DCS; DWF; LTR; OFS	Prv	1
180	240	Sterling Digital Print , Hauppauge, NY	\$26.60	\$18.60	+43	Ed McAllister	94	FIN 40%; BKS 20%; DM 10%; COM 10%	DCW; DCS; OFS; OFW	Prv	1
180	170	Peczuh Printing , Price, UT	\$26.60	\$29.60	-10	Frank Pecuh Jr.	140	COM 80%; PKG 20%	DCS; DWF; FLX; OFS	Prv	4
182	184	Zenger Group , Tonawanda, NY	\$26.22	\$26.69	-1	Stephen R. Zenger	121	DM 68%; COM 12%; S/T 5%; PKG 5%	DCS; DWF; LTR; OFS; OFD	Prv	3
183	208	Salem One , Winston-Salem, NC	\$26.21	\$23.18	+13	Phil Kelley Jr.	128	DM 38%; PKG 30%; COM 15%; FIN 10%	DCW; DCS; FLX; LTR; OFS	Prv	2
184	210	Paragraph Inc. , Montreal	\$26.10	\$23.00	+13	Martine Lepine	200	COM 60%; PKG 15%; PREP 10%; CAT 5%	DCS; DWF; OFS	Prv	2
185	203	The Allied Group , Cranston, RI	\$26.07	\$23.20	+12	Bob Clement	150	N/A	DCW; DCS; DWF; OFS; OFW; OFD	Prv	3
186	201	DATAMATX Inc. , Atlanta	\$26.00	\$24.00	+8	Harry Stephens	135	S/T 90%; INS 10%	DCS	Prv	3
186	185	Phase 3 Marketing and Communications , Atlanta	\$26.00	\$26.00	—	Ken Holsclaw	240	SPEC 100% (P-O-P, marketing collateral)	DCS; DWF; OFS; OFD	Prv	3
186	192	Premier Press , Portland, OR	\$26.00	\$25.00	+4	Juli Cordill	150	SPEC 30% (Branded environments/large-format/retail rollouts, custom packaging); COM 20%; DM 15%; PREP 15%	DCS; DWF; LTR; OFS; OFD	Prv	1
189	197	Heeter , Canonsburg, PA	\$25.50	\$24.75	+3	Scott Heeter	100	DM 40%; COM 40%; PKG 10%; SPEC 10%	DCW; DCS; DWF; OFS; OFD	Prv	2
189	180	The Flesh Co. , Fenton, MO	\$25.50	\$27.75	-8	Bob Berardino	150	BF 78%; SPEC 22% (Labels)	DCS; FLX; OFS; OFW	Prv	1
191	190	Grafika Commercial Printing , Sinking Spring, PA	\$25.18	\$25.77	-2	Bernard J. Elzer III	101	SPEC 65% (Tags, labels and wall decals); PKG 20%; COM 15%	DCW; DCS; FLX; OFS; SCR	Prv	1
192	210	Johnson & Quin , Niles, IL	\$25.00	\$23.00	+8	David R. Henkel	100	DM 91%; BF 9%	DCW; DCS; OFW	Prv	1
192	192	McNaughton & Gunn , Saline, MI	\$25.00	\$25.00	—	Julie McFarland	155	BKS 100%	DCS; OFS; OFW	Prv	1
192	—	HardingPoorman , Indianapolis	\$25.00	\$25.00	—	David Harding	121	COM 50%; SPEC 20% (Wide-format, fulfillment); DM 10%; INS 10%	DCS; DWF; OFS	Prv	1
192	—	D'Andrea Visual Communications , Cypress, CA	\$25.00	\$23.00	+8	David D'Andrea	100	SPEC 65% (Grand-format, custom fabrication, installations); PKG 15%; CAT 10%; PREP 5%	DCS; DWF; OFS	Prv	1
196	176	Midway Press , Dallas	\$24.75	\$28.08	-11	T. Cass Andrews	125	PUB 60%; NEWS 35%; BKS 5%	OFW	Prv	1
197	174	Allen Press , Lawrence, KS	\$24.70	\$28.35	-13	Randy Radosevich	201	PUB 45%; COM 20%; CAT 15%; DM 10%	DCS; OFS; OFW	Prv	1
198	—	Alcom Printing Group , Harleysville, PA	\$24.50	\$23.50	+4	William Kuplen	160	COM 65%; FIN 20%; DM 5%; CAT 5%	DCS; DWF; OFS; OFW	Prv	2
198	200	Impress Communications , Chatsworth, CA	\$24.50	\$24.20	+1	Paul Marino	95	PKG 60%; COM 20%; CAT 10%; SPEC 5% (Digital)	DCS; OFS; OFD	Prv	1
198	198	Advanced Image Direct , Fullerton, CA	\$24.50	\$24.50	—	Ty McMillin	145	DM 100%	DCW; DCS; FLX; OFW; OFD	Prv	1
198	201	Impact , Minneapolis	\$24.50	\$24.00	+2	Tim Johnson	190	DM 75%; S/T 25%	DCW; DCS	Prv	2
202	225	Crossmark Graphics , New Berlin, WI	\$24.00	\$20.00	+20	Tammy Rechner	55	COM 100%	DCS; DWF; OFS	Prv	1
202	192	The Label Printers , Aurora, IL	\$24.00	\$25.00	-4	William J. Kane	60	SPEC 95% (Labels and tags); PKG 5%	DCW; DCS; FLX	Prv	2
204	181	V.G. Reed & Sons , Louisville, KY	\$23.51	\$27.60	-15	Robert Reed Sr.	106	COM 50%; FIN 30%; DIR 20%	DCW; DCS; LTR; OFS; OFW	Prv	1
205	—	Label Works , North Mankato, MN	\$23.50	—	—	Troy Barnes	N/A	PKG 100%	N/A	N/A	N/A
206	209	Robin Enterprises , Westerville, OH	\$23.21	\$23.04	+1	Brad Hance	140	COM 100%	DCS; LTR; OFS	Prv	1
207	203	Direct Technologies , Suwanee, GA	\$23.10	\$23.90	-3	Brett Coltman	120	DM 80%; FIN 20%	DCW; DCS	Prv	2
208	192	HBP Inc. , Hagerstown, MD	\$23.00	\$25.00	-8	John Snyder	150	COM 21%; BKS 18%; SPEC 17% (Wide-format, design, fulfillment, e-commerce); DM 15%	DCS; DWF; OFS	Prv	2
208	210	Spectra Print , Stevens Point, WI	\$23.00	\$23.00	—	Eric Hofmeister	130	COM 100%	DCW; DCS; DWF; OFS; OFW	Prv	1
208	216	Bookmasters , Ashland, OH	\$23.00	\$22.00	+5	Ken Fultz	165	BKS 55%; SPEC 45% (Distribution services)	DCW; DCS; DWF; OFS; OFW	Prv	1

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'18	'17	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
208	225	DMM Inc. , Scarborough, ME	\$23.00	\$20.00	+15	John Cloutier	148	S/T 80%; SPEC 10% (Fulfillment distribution); DM 10%	DCW; DCS; GRV	Prv	2
212	215	Linemark Printing , Upper Marlboro, MD	\$22.90	\$22.20	+3	Steve Bearden	100	BKS 55%; DM 25%; COM 20%; PUB 5%	DCW; DCS; DWF; LTR; OFS	Prv	1
213	205	HM Graphics , Milwaukee	\$22.00	\$22.00	—	James Sandstrom	120	DM 35%; SPEC 15% (Grand-format); PKG 15%; COM 10%	DCS; DWF; OFS; OFD	Prv	1
213	216	Tailored Label Products , Menomonee Falls, WI	\$22.00	\$19.00	+10	Jeff Kerlin	104	SPEC 100%	DCW; DCS; DWF; FLX; OFD	Prv	2
215	252	Stolze , Bridgeton, MO	\$21.78	\$17.00	+28	Phillip D. Stolze	80	DM 75%; COM 25%	DCS; OFS	Prv	1
216	222	Litho Press , Indianapolis	\$21.33	\$20.57	+4	Bernie John Lacy	45	PKG 90%; COM 10%	DWF; OFS	Prv	1
217	223	Acme Press d/b/a Calitho , Concord, CA	\$21.30	\$20.40	+4	Mardjan Taheri	115	COM 38%; SPEC 23% (Wide-format displays); PKG 22%; DM 12%	DCS; DWF; LTR; OFS; OFD; SCR	Prv	1
218	220	DreamWorks Graphic Communications , Glenview, IL	\$21.25	\$20.85	+1	Daniel A. Luka	65	COM 40%; PKG 20%; SPEC 15%; CAT 5%	DCS; OFS; OFD	Prv	1
219	206	Federal Direct , Little Falls, NJ	\$21.10	\$23.20	-9	Angela Stubbs	140	BF 50%; DM 50%	DCS; OFW	Prv	2
220	225	Vivid Impact , Louisville, KY	\$21.00	\$20.00	+5	Gregory Buchheit	140	COM 50%; SPEC 25% (Signage and displays); PKG 25%	DCS; DWF; OFS	Prv	1
221	234	TLF Graphics , Rochester, NY	\$20.78	\$19.80	+4	Robert McJury	120	SPEC 100% (Tags and labels)	DCW; DCS; DWF; FLX; SCR	Prv	2
222	232	Think Patented , Miamisburg, OH	\$20.10	\$19.90	+1	Kenneth O. McNerney, Niels M. Winther	130	COM 32%; SPEC 26%; DM 15%; PKG 8%	DCS; DWF; OFS; OFD	Prv	1
223	225	Turso Cos. , St. Paul, MN	\$20.00	\$20.00	—	Michelle Rencher	85	PKG 45%; SPEC 35% (Expanded content labels and standard P-S labels); INS 20%	DCW; FLX; OFS	Prv	2
223	364	Graphic Village , Cincinnati	\$20.00	\$9.50	+110	Eric Kahn	145	COM 70%; DM 20%; PKG 10%	DCS; DWF; OFS	Prv	1
223	252	Blanks Printing and Digital Solutions , Dallas	\$20.00	\$17.00	+18	Leron Blanks	75	COM 80%; PKG 5%; CAT 5%; SPEC 5%	DCS; DWF; OFS	Prv	1
223	—	Southern California Graphics , Culver City, CA	\$20.00	\$20.00	—	Tim Toomey	80	COM 64%; PREP 15%; PKG 11%; DM 10%	DCS; DWF; OFS	Prv	1
223	302	The Printing Source , St. Louis	\$20.00	\$12.00	+66	David Wiseman	85	COM 75%; PKG 13%; DM 5%; BKS 5%	DCS; OFS	Prv	4
228	233	KM Media Group , Clifton, NJ	\$19.98	\$19.85	+1	Richard Kirschenbaum	92	COM 80%; BF 10%; SPEC 5%; INS 5%	DCS; DWF; LTR; OFS; OFW	Prv	1
229	237	Graphic Visual Solutions , Greensboro, NC	\$19.84	\$19.27	+3	Bryan Hall	101	COM 73%; PKG 27%	DCS; DWF; FLX; OFS	Emp	1
230	252	Marshall & Bruce Co. , Nashville, TN	\$19.30	\$17.00	+13	Chip Smith	65	PKG 75%; COM 18%; CAT 5%; DM 2%	DCS; DWF; OFS	Prv	1
231	251	Tapecon Inc. , Buffalo, NY	\$19.28	\$17.11	+13	Steven Davis	109	SPEC 95% (Medical devices, printed electronics, custom converting and fabrication); PKG 5%	DCW; DCS; DWF; FLX; LTR; SCR	Prv	1
232	236	Hopkins Printing , Columbus, OH	\$19.27	\$19.42	-1	Jim Hopkins	102	COM 38%; SPEC 23%; DM 17%; PUB 11%	DCS; DWF; LTR; OFS	Emp	1
233	241	ID Label , Lake Villa, IL	\$19.25	\$18.50	+4	Neil Johnston	75	SPEC 100% (Warehouse barcode labels)	DCW; FLX	Prv	2
234	238	Fisher Group , Cedar Rapids, IA	\$19.00	\$18.99	—	Martin C. Fisher	104	DM 58%; INS 13%; COM 10%; PUB 10%	OFW	Prv	1
234	225	Color Ink , Sussex, WI	\$19.00	\$20.00	-5	Todd Meissner	75	COM 50%; SPEC 10%; DM 10%; PKG 10%	DCS; DWF; OFS	Prv	1
234	225	Design Distributors , Deer Park, NY	\$19.00	\$20.00	-5	Adam Avrick	85	DM 100%	DCW; DCS; DWF; OFS; OFW	Prv	3
237	245	Visions Inc. , Brooklyn Park, MN	\$18.59	\$18.12	+2	Jon Otto	98	COM 35%; DM 30%; INS 12%; SPEC 11% (Specialty products, design, creative services, wide-format)	DCS; DWF; OFS; OFD	Prv	2
238	199	Prestone Press , Long Island City, NY	\$18.42	\$23.20	-20	Robert Adler	85	COM 90%; PREP 10%	DCS; DWF; OFS; OFD	Prv	1
239	234	Maggio Data Forms , Hauppauge, NY	\$18.40	\$19.80	-7	Robert Maggio	113	BF 80%; SPEC 10% (Integrated cards and labels); DM 10%	DCW; DCS; OFW	Prv	2
240	221	Print NW , Tacoma, WA	\$18.10	\$20.70	-12	Jeffery Beardemphl	170	COM 46%; SPEC 31% (Signage, corporate IDs, apparel); PKG 12%; DM 6%	DCS; DWF; OFS; OFD	Prv	2
241	245	Amidon Graphics , St. Paul, MN	\$18.00	\$18.00	—	Karen J. Amidon	85	DM 80%; SPEC 20%	DCS; OFW	Prv	1
241	172	L&D Mail Masters , New Albany, IN	\$18.00	\$28.65	-37	Diane B. Fischer	99	DM 70%; COM 10%; FIN 10%; INS 10%	DCW; DCS; LTR; OFS; OFD	Prv	1
241	—	The Allen Co. , Blanchester, OH	\$18.00	\$18.00	—	Stan Dohan	N/A	SPEC 100% (Promotional, college and university, outdoor retail, housewares)	N/A	N/A	N/A
241	—	Clark and Riggs Printing , Louisville, KY	\$18.00	\$15.00	+20	Robert R. Riggs	76	COM 30%; DM 25%; SPEC 20% (Wide-format); PKG 15%	DCS; DWF; LTR; OFS; OFD	Prv	1
245	242	METZGERS , Toledo, OH	\$17.60	\$18.35	-4	Tom Metzger	105	COM 45%; SPEC 25% (Fulfillment, wide-format, e-services); DM 20%; PKG 5%	DCS; DWF; OFS; OFD	Prv	1
246	261	Techprint Inc. , Lawrence, MA	\$17.50	\$16.50	+6	Paul J. Durant Jr.	100	SPEC 80% (Labels, graphic overlays, printed electronics); PKG 10%; COM 10%	DCW; DCS; FLX; SCR	Prv	1

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246	—	Vision Graphics, Denver	\$17.50	\$13.10	+33	Mark Steputis	94	COM 35%; DM 30%; CAT 15%; FIN 10%	DCS; DWF; OFS	Prv	1
246	261	Lithocraft Co., Anaheim, CA	\$17.50	\$16.50	+6	Bradley Thurman	65	COM 60%; CAT 15%; DM 13%; PKG 12%	DCS; OFS	Prv	1
246	267	All Color Printers, Deer Park, NY	\$17.50	\$16.00	+9	William Bogue	N/A	COM 75%; PKG 15%; CAT 10%	DCS; OFS	Prv	1
250	243	Streamworks, Blaine, MN	\$17.40	\$18.20	-4	Joe Kohn	150	DM 65%; SPEC 15% (Digital/integrated marketing); S/T 10%; COM 5%	DCS; DWF; OFS	Prv	1
251	—	Aspen Press and Packaging, Sandy, UT	\$17.20	—	—	Scott Robbins	105	PKG 60%; COM 40%	DCS; OFS	Prv	1
252	260	Professional Printers, W. Columbia, SC	\$17.10	\$16.80	+2	Jimmy Kohn	101	COM 55%; CAT 20%; DM 15%; SPEC 10% (Promo)	DCW; DWF; OFS; OFW; OFD	Prv	2
252	—	Carousel Checks, Palos Hills, IL	\$17.10	\$14.00	+22	Andrew Crim	100	FIN 90%; BF 5%; SPEC 5% (Covers, stamps, misc.)	DCS	Prv	1
254	267	O'Neil Printing, Phoenix	\$17.00	\$16.60	+2	Anthony B Narducci	85	COM 71%; SPEC 14% (Web-to-print orders); BKS 10%; DM 5%	DCS; DWF; OFS	Emp	2
255	259	Consolidated Press, Seattle Div., Washington Web, Seattle	\$16.98	\$15.47	+9	Joe Atturio	65	PUB 40%; COM 20%; BKS 15%; CAT 10%	DCS; OFS; OFW	Prv	2
256	266	Imperial Communications, New Berlin, WI	\$16.80	\$16.10	+4	Jason Stormowski	74	SPEC 40% (P-O-P); PKG 20%; PREP 10%; DM 10%	DCS; DWF; OFS	Prv	3
257	275	CE Printed Products, Carol Stream, IL	\$16.64	\$15.53	+3	Robert Ohr	86	SPEC 100% (Envelopes, stationery)	DCS; FLX; OFS	Prv	2
258	277	Team Concept Printing & Thermography, Carol Stream, IL	\$16.61	\$15.24	+9	Anthony Rouse	52	COM 59%; DM 12%; BKS 9%; CAT 6%	DCW; DCS; DWF; OFS; OFD	Prv	1
259	—	Slate Group, Lubbock, TX	\$16.59	\$14.37	+15	Don Denny	N/A	CAT 50%; COM 25%; DM 15%; BKS 5%	DCS; DWF; LTR; OFS	Prv	1
260	348	CPCneutek (Includes parent company Neutekprint), Grand Junction, CO	\$16.05	\$10.62	+51	Michael Antonucci	87	PKG 25%; CAT 25%; COM 20%; SPEC 10%	DCS; DWF; FLX; OFS; OFD	Prv	1
261	280	Mele Printing, Covington, LA	\$16.00	\$15.00	+7	Mallery Mele	105	COM 40%; DM 20%; BF 10%; CAT 10%	DCS; DWF; OFS	Prv	1
261	272	Brilliant Graphics, Exton, PA	\$16.00	\$15.76	+1	Bob Tursack	78	COM 40%; BKS 30%; CAT 25%; DM 5%	DCS; DWF; LTR; OFS; OFD	Prv	1
263	—	Alexander's Print Advantage, Lindon, UT	\$15.93	\$13.51	+17	Jeff Alexander	100	BKS 50%; COM 30%; DM 10%; INS 10%	DCS; DWF	Prv	1
264	290	Alliance Printing, Houston	\$15.86	\$14.33	+10	Jeff Birmingham	70	SPEC 40% (40% Labels - flexographic and digital); COM 40%; CAT 20%	DCW; DCS; FLX; OFS; OFD	Prv	2
265	294	Bennett Graphics, Tucker, GA	\$15.80	\$14.10	+12	David W. Bennett	62	COM 100%	DCS; DWF; OFW	Prv	1
266	248	Neyenesch Printers, San Diego	\$15.79	\$17.76	-11	Cliff Neyenesch, Carol A. Bentley	73	COM 100%	DCS; LTR; OFS	Prv	1
267	293	PDF Print Communications, Signal Hill, CA	\$15.43	\$14.25	+8	Kevin Mullaney	80	BF 80%; COM 10%; SPEC 5% (Envelopes, folders, stationery); BKS 5%	DCS; LTR; OFS; OFW; OFD	Prv	4
268	303	Data Papers, Muncy, PA	\$15.11	\$13.65	+11	Jerry Wertz	64	BF 36%; FIN 21%; DM 17%; COM 12%	DCW; DCS; DWF; OFW	Prv	1
269	279	Pro Document Solutions, Paso Robles, CA	\$15.03	\$15.02	—	George Phillips	52	BF 70%; SPEC 15% (Security documents); COM 5%; S/T 5%	DCW; DCS; OFS; OFW	Prv	2
270	252	CJK: Print Possibilities (The C.J. Krehbiel Co.), Cincinnati	\$15.00	\$17.00	-12	Robert C. Krehbiel III, Tim Ruppert	80	BKS 40%; CAT 40%; COM 20%	DCW; DCS; OFS; OFW	Prv	1
270	267	Kubin-Nicholson Corp., Milwaukee	\$15.00	\$16.00	-6	Michael Rees	70	COM 60%; SPEC 40% (Out-of-home, outdoor and transit specialty/decor)	DWF; OFS; OFD	Prv	2
270	225	Pazazz, Montreal	\$15.00	\$15.00	+0	Warren Werbit	90	COM 60%; SPEC 20% (Flexo); PKG 15%; DM 5%	DCW; DCS; DWF; FLX; LTR; OFS; OFD	Prv	1
270	295	Wallace Graphics, Duluth, GA	\$15.00	\$14.00	+7	Jonathan Wallace	75	DM 60%; COM 25%; CAT 15%	DCS; DWF; OFS	Prv	1
270	—	Big Mountain Imaging, Philadelphia	\$15.00	\$12.00	+25	Jason Cardonick	55	SPEC 100% (large-/grand-format)	DWF	Prv	2
275	276	Aradius Group, Omaha, NE	\$14.90	\$15.40	-3	Steven D. Hayes	73	DM 70%; SPEC 20% (Agency); COM 10%	DCS; OFS; OFW; OFD	Prv	1
275	264	Canfield & Tack, Rochester, NY	\$14.90	\$16.20	-11	Ray Brown	78	COM 58%; DM 20%; CAT 5%; S/T 4%	DCS; DWF; OFS	Emp	2
277	263	The Van Lanen Printing Co., Green Bay, WI	\$14.80	\$16.30	-9	Paul Parish	100	COM 90%; PKG 10%	DCS; DWF; OFS; OFW	Prv	2
277	286	Marina Graphic Center, Hawthorne, CA	\$14.80	\$14.50	+2	Peggy Chernoff	127	COM 55%; DM 45%	DCS; DWF; LTR; OFS	Prv	1
279	273	Burton & Mayer, Menomonee Falls, WI	\$14.60	\$15.70	-7	James Burton	86	COM 50%; SPEC 20% (Digital); DM 10%; CAT 5%	DCS; DWF; LTR; OFS	Prv	1
279	291	BR Printers, San Jose, CA	\$14.60	\$14.30	+2	Rich Brown, Adam DeMaestri	125	BKS 65%; COM 35%	DCW; DCS	Prv	2
279	295	Visual Marking Systems, Twinsburg, OH Div. Badlime Promo & Apparel, Twinsburg, OH	\$14.60	\$14.00	+4	Michelle Willmott	124	SPEC 100% (OEM, fleet, P-O-P, public transportation, consumables, apparel, textiles)	DCW; DCS; DWF; OFW; SCR	Prv	2
282	284	Toof - American Digital Printing, Memphis, TN	\$14.50	\$14.90	-3	Stillman McFadden	85	COM 60%; DM 20%; CAT 15%; BKS 5%	DCS; LTR; OFS; OFW; OFD	Prv	1
283	291	UMC Print, Overland Park, KS	\$14.25	\$14.30	—	Shawn Boyd	80	PUB 20%; COM 20%; BKS 20%; CAT 20%	DCS; DWF; OFS; OFD; SCR	Prv	2

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284	307	Premier Printing and Mailing, Stratford, CT	\$14.22	\$13.10	+9	Cesar Garcia	80	SPEC 40% (Variable laminated cards); COM 25%; DM 20%; CAT 10%	DCW; DCS; DWF; FLX; LTR; OFS	Prv	1
285	288	Bayard Printing Group, Williamsport, PA	\$14.20	\$14.40	-1	Mark P. Lundberg	87	PUB 23%; COM 22%; DM 22%; NEWS 14%	DCS; DWF; LTR; OFS; OFW; SCR	Prv	3
286	295	Fineline Printing Group, Indianapolis	\$14.00	\$14.00	—	Richard Miller	70	COM 50%; SPEC 20% (Digital, cross-media); DM 15%; S/T 10%	DCS; DWF; OFS; OFD	Prv	1
286	286	Envision3, Bloomington, IL	\$14.00	\$14.50	-3	Kevin Franz	75	DM 30%; COM 25%; PKG 20%; CAT 10%	DCS; OFS	Prv	1
286	311	Franklin Press, Baton Rouge, LA	\$14.00	\$12.90	+9	Ernest C. Seals	85	DM 90%; COM 5%; SPEC 5%	DCS; OFS; OFW; OFD	Prv	1
286	314	Precision Color Graphics, Franklin, WI	\$14.00	\$12.75	+10	John Goeden	44	PKG 65%; PREP 20%; COM 15%	DCS; FLX; OFS	Prv	2
290	295	Brodnax/Varidoc, Dallas	\$13.80	\$14.00	-1	Mike Campbell	40	CAT 35%; DM 25%; COM 25%; PUB 10%	DCS; DWF; OFS	Prv	1
291	304	AmericAL Inc., Omaha, NE	\$13.77	\$13.50	+2	John Peterson	62	SPEC 100% (Labels and tags)	N/A	Prv	1
292	273	Connecticut Color, Meriden, CT	\$13.70	\$15.70	-13	Richard Pulie	68	DM 50%; FIN 15%; CAT 15%; COM 10%	DCS; LTR; OFS; OFW; OFD	Prv	1
293	305	Hederman Brothers, Madison, MS	\$13.68	\$13.32	+2	Doug Hederman	92	DM 35%; COM 25%; PUB 20%; CAT 5%	DCS; DWF; OFS	Prv	1
294	250	Meridian Graphics, Tustin, CA	\$13.50	\$17.31	-22	David Melin	56	COM 70%; DM 10%; PKG 10%; CAT 5%	DCS; OFS	Prv	1
295	—	Foster Printing, Santa Ana, CA	\$13.47	\$13.88	-2	Tim Blackburn	32	PKG 95%; SPEC 5% (P-O-P)	OFS	Prv	1
296	350	iColor Printing & Mailing, Los Angeles	\$13.45	\$10.38	+30	Adil Khan	56	DM 70%; PUB 20%; SPEC 5% (Wide-format); PKG 5%	DCS; DWF; FLX; OFS; OFW; OFD	Prv	2
297	316	Vox Printing, Oklahoma City	\$13.31	\$12.65	+5	LaVerna Reid	60	COM 76%; PKG 18%; PREP 4%; DM 1%	DCS; FLX; OFW	Prv	1
298	285	L-L Printers, Carlsbad, CA	\$13.30	\$14.70	-9	Bill Anderson	109	COM 41%; CAT 20%; PKG 13%; DM 11%	DCS; DWF; OFS; OFD	Prv	2
299	301	Graphic Dimensions, Austell, GA	\$13.25	\$13.89	-5	Jay Scammell	105	BF 80%; SPEC 15% (Labels and tags); COM 5%	DCW; DCS; FLX; OFS; OFW; OFD	Prv	3
300	295	Best Press, Addison, TX	\$13.20	\$14.00	-6	Wendy Kalisher	80	COM 60%; SPEC 15% (P-O-S, signage, one-off prototyping, fulfillment, order processing, warehousing, logistics); DM 15%; PKG 10%	DCS; DWF; LTR; OFS; OFD	Prv	1
301	252	Seachange Print Innovations, Minneapolis	\$13.11	\$17.00	-22	Wendi Breuer	90	SPEC 32% (Election services, technology services, promotional items); COM 22%; PKG 22%; DM 13%	DCW; DCS; DWF; OFS; OFW	Prv	1
302	313	Holland Litho Printing Service, Zeeland, MI	\$13.10	\$12.80	+2	Rick Baarman	80	COM 40%; DM 30%; CAT 10%; PUB 10%	DCS; OFS	Prv	1
303	309	Carter Printing, Richmond, VA	\$13.00	\$13.00	—	Wayne R. Carter	90	PUB 20%; PKG 18%; BKS 15%; CAT 15%	DCS; OFS	Prv	1
303	267	Garlich Printing, St. Louis	\$13.00	\$16.00	-18	Brad Garlich	60	COM 40%; SPEC 40% (POS, tear pads); DM 20%	DCS; LTR; OFS; OFD	Emp	1
303	309	Trumbull Printing, Trumbull, CT	\$13.00	\$13.00	—	Gustave C. Semon	100	NEWS 50%; PUB 20%; COM 10%; DIR 10%	OFW	Prv	1
306	337	3A Press, Lajas, Puerto Rico	\$12.98	\$11.16	+16	Marie A. Rosado	117	SPEC 55% (Health care printing); PKG 45%	DCS; OFS; OFW	Prv	1
307	333	Barton & Cooney, Burlington, NJ	\$12.90	\$11.50	+12	Patrick M. Doyle	49	DM 40%; S/T 35%; INS 10%; BF 5%	DCW; DCS; OFS	Prv	1
308	312	Watkins Lithographic, North Kansas City, MO	\$12.85	\$12.85	—	Eddy Watkins	65	COM 70%; CAT 10%; SPEC 10%; DM 10%	DCS; DWF; FLX; LTR; OFS; OFW	Prv	1
309	319	Action Printing, Fond du Lac, WI Div., Gannett Co., McLean, VA	\$12.50	\$12.00	+4	Darwin Bethke	80	COM 95%; DM 5%	DCS; OFS; OFW	Pub	1
309	306	HighRoad Press, Moonachie, NJ	\$12.50	\$13.20	-5	Hallie Satz	48	COM 35%; DM 20%; CAT 10%; PUB 10%	DCS; OFS; OFD	Prv	1
311	333	Heritage Integrated, El Reno, OK Sub., Delson Properties, El Reno, OK	\$12.10	\$11.50	+5	David Delana	72	DM 58%; COM 21%; INS 10%; PKG 6%	DCS; DWF; LTR; OFS; OFD	Prv	1
312	319	S2K Graphics, Chatsworth, CA	\$12.00	\$12.00	—	Dan Pulos	35	SPEC 100% (P-O-P)	DWF; SCR	Prv	2
312	319	John S. Swift Co., Buffalo Grove, IL	\$12.00	\$12.00	—	John S. Swift	80	COM 35%; DIR 25%; NEWS 20%; BKS 10%	DCS; OFS; OFW	Prv	3
312	319	Magna IV, Little Rock, AR	\$12.00	\$12.00	—	Kent Middleton	65	COM 90%; PUB 5%; CAT 3%; DM 2%	DCS; DWF; LTR; OFS	Prv	1
312	245	Boss Litho, City of Industry, CA	\$12.00	\$18.00	-33	Jean Paul Nataf	47	PKG 80%; CAT 10%; PREP 5%; COM 5%	OFS	Prv	1
312	335	Allen Printing, Nashville, TN	\$12.00	\$11.40	+5	Shannon Heffington	90	COM 100%	DCS; LTR; OFS	Prv	1
312	319	Graphic Solutions Group, Kennesaw, GA	\$12.00	\$12.00	—	Mark Pope	72	COM 87%; DM 8%; PKG 5%	DCS; DWF; LTR; OFS	Prv	1
312	—	Sharpe Co., Winston-Salem, NC	\$12.00	\$10.00	+20	Terri Sealey	70	COM 70%; PREP 10%; DM 10%; FIN 10%	DCS; DWF; OFS	Prv	6
319	344	Labels West, Woodinville, WA	\$11.98	\$10.82	+11	John Shanley	52	SPEC 100% (Tags and labels)	DCW; FLX; SCR	Prv	1

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320	329	Action Mailing & Printing Solutions , Liberty, MO	\$11.80	\$11.70	—	Dick Waggener	115	DM 70%; INS 10%; COM 10%; PREP 5%	DCW; DCS; DWF; LTR; OFS	Prv	1
321	—	BCSI , Burnsville, MN	\$11.69	\$14.35	-19	Emily Myers	N/A	N/A	N/A	N/A	N/A
322	308	McCormick-Armstrong Co. , Wichita, KS	\$11.51	\$13.03	-12	Jacob W. Shaffer	66	COM 50%; CAT 20%; DM 10%; INS 8%	DCS; OFS; OFW	Prv	2
323	317	Shweiki Media Printing , San Antonio	\$11.50	\$12.50	-8	Gal Shweiki	45	PUB 70%; DM 10%; INS 7%; CAT 7%	DCS; DWF; OFW	Prv	1
324	339	McCourt Label , Lewis Run, PA	\$11.40	\$11.00	+4	David G. Ferguson	N/A	SPEC 100% (Labels, tags, printer, ribbons)	N/A	Prv	1
324	363	ArborOakland Group , Royal Oak, MI	\$11.40	\$9.60	+18	Don Kirkland	78	COM 40%; PUB 20%; CAT 20%; DM 15%	DCS; DWF; LTR; OFS; OFW; OFD	Prv	3
326	332	Puritan Press , Hollis, NH	\$11.37	\$11.58	-1	Kurt Peterson	80	COM 45%; CAT 10%; SPEC 10%; DM 10%	DCS; OFS	Prv	2
327	356	Next Day Four Color , San Antonio	\$11.26	\$10.40	+8	Todd Frost	54	SPEC 100% (Trade printing)	DCS; LTR; OFS	Prv	2
328	328	Indexx Inc. , Greenville, SC	\$11.25	\$11.75	-4	Jordan Finn	70	SPEC 34% (e-commerce); DM 15%; COM 15%; CAT 15%	DCS; DWF; OFS	Prv	1
329	319	Royal , Brooklyn Park, NY	\$11.20	\$12.00	-6	Tim Urness	65	BF 85%; PKG 10%; COM 5%	DCS; FLX; OFW; OFD	Prv	1
330	355	The Goode Co. , Rohnert Park, CA	\$11.00	\$10.05	+9	Michael Sanabria	54	DM 40%; COM 30%; SPEC 30% (Wine industry marketing)	DCS; LTR; OFS; OFW	Prv	1
331	352	Choctaw Print Services , Durant, OK	\$10.80	\$10.32	+4	Russell Marcum	19	SPEC 50% (Promotional products, apparel); DM 35%; CAT 10%; BKS 5%	DCS; DWF; LTR; OFS; OFD	Prv	1
332	354	Wallace Carlson Printing , Minnetonka, MN	\$10.70	\$10.10	+5	Ann K. Turbeville	51	COM 61%; CAT 15%; PKG 12%; DM 10%	DCS; LTR; OFS	Prv	1
333	—	Jurist Influence Group , Long Island City, NY	\$10.50	\$5.80	+81	Ronald Sizemore	45	COM 60%; SPEC 40% (Wide-format)	DCS; DWF	Prv	1
334	361	Foresight Group , Lansing, MI	\$10.46	\$9.71	+8	William Christofferson	80	COM 93%; DM 7%	DCS; DWF; OFS	Prv	3
335	357	Bollin Label Systems , Toledo, OH	\$10.40	\$10.00	+4	Mark Bollin	55	SPEC 100% (Labels)	DCW; DCS; FLX	Prv	1
336	345	5 Day Business Forms Mfg. , Anaheim, CA	\$10.20	\$10.80	-6	Leslie Messick	54	BF 100%	OFW	Prv	2
336	318	J&A Printing , Hiawatha, IA	\$10.20	\$12.20	-16	Scott Cadwallader	69	COM 55%; DM 40%; CAT 2%; INS 2%	DCS; DWF; OFS	Prv	1
338	347	Thompson Print & Mailing Solutions , San Antonio	\$10.13	\$10.64	-5	David Thompson	65	COM 30%; BF 30%; DIR 10%; DM 10%	DCW; DCS; DWF; OFS; OFD; SCR	Prv	3
339	351	Delzer Lithograph , Waukesha, WI	\$10.10	\$10.33	-2	Mike Delzer	65	SPEC 50% (Digital, fulfillment); COM 50%	DCS; DWF; OFS	Prv	1
339	—	Source One Digital , Norton Shores, MI	\$10.10	\$9.50	+6	Randy Crow	60	COM 85%; PREP 10%; PKG 5%	DWF; SCR	Prv	1
341	357	Bestforms Inc. , Camarillo, CA	\$10.00	\$10.00	—	Joe Valdez	44	SPEC 75% (Tags, labels, plastic products, cards); BF 25%	N/A	Prv	1
341	—	ATL (Ad Tape & Label) , Menomonee Falls, WI	\$10.00	\$10.00	—	Donald Dobert	50	SPEC 60% (Medical/pharma); PKG 20%; DM 20%	DCW; FLX	Prv	1
341	346	Abbott Communications Group , Maitland, FL	\$10.00	\$10.75	-7	Arthur Abbott	70	COM 50%; DM 40%; INS 10%	DCS; OFS; OFD	Prv	1
341	339	Fort Orange Press , Albany, NY	\$10.00	\$11.00	-9	Robert F. Wittko	40	COM 100%	DCW; DCS; OFS; OFD	Prv	1
341	357	Bradley Graphic Solutions , Bensalem, PA	\$10.00	\$10.00	—	Robert J. Bradley	41	DM 80%; BF 20%	OFW	Prv	1
341	—	ER2 Image Group , Hanover Park, IL	\$10.00	\$9.00	+11	Gary Schellerer	N/A	SPEC 100% (Digital grand- and wide-format)	DWF	Prv	N/A
341	—	DGI Invisualse , North Billerica, MA	\$10.00	\$9.00	+11	Glen Fairbanks	120	SPEC 100% (Wide-format)	DWF	Prv	1
348	362	J&M Printing (ND) , Gwinner, ND	\$9.90	\$9.70	+2	Harrison McCleery	50	COM 60%; DM 30%; CAT 10%	DCS; LTR; OFS; OFD	Prv	1
349	353	ASAP Printing , Salt Lake City	\$9.87	\$10.22	-3	N/A	68	COM 80%; SPEC 10% (Envelopes, folders, stationery, large-format); DM 10%	OFS	Prv	3
350	364	Liberty Creative Solutions , Tinley Park, IL	\$9.80	\$9.50	+3	Angela Hipelius	56	DM 60%; COM 40%	DCS; DWF; OFS	Prv	1
351	338	Digital Dog Direct , Ewing, NJ	\$9.70	\$11.10	-13	Ken Maisel	43	DM 75%; SPEC 10%; INS 5%; BKS 3%	DCS; DWF	Prv	1
352	—	Blooming Color , Lombard, IL	\$9.61	\$9.70	-1	John Lehman	47	COM 100%	DCS; DWF; OFS	Prv	1
353	360	Merlin Printing , Amityville, NY	\$9.50	\$9.90	-4	Steven Vid	38	INS 84%; DM 10%; SPEC 6%	DCS; DWF; OFW	Prv	1
354	330	Cohber Press , Rochester, NY	\$9.44	\$11.69	-19	Eric C. Webber	56	COM 41%; DM 34%; PKG 8%; SPEC 7% (Photo books)	DCS; OFS; OFD	Prv	1
355	—	Econoprint , Verona, WI	\$9.32	\$8.89	+4	David Roloff	56	DM 35%; COM 25%; SPEC 13% (Wide-Format); PREP 6%	DCS; DWF; OFS; OFD	Prv	2
356	367	AmeriPrint Corp. , Harvard, IL	\$9.10	\$8.76	+4	James Schulty	49	BF 71%; SPEC 29% (Tags and labels)	FLX; LTR; OFS; OFW	Prv	1
357	371	Digital Label Solutions , Yorba Linda, CA	\$9.04	\$8.34	+8	Joe Marks	38	PKG 100%	DCW	Prv	1

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'18	'17	Company	Total Sales (Millions)	Previous Year's (Millions)	Change (%)	Principal Officer	Employees	Primary Specialties	Printing Processes/Capabilities	Ownership	Plants
358	343	Walker360 , Montgomery, AL	\$9.00	\$10.90	-17	Taylor Blackwell	62	COM 64%; SPEC 11% (Advertising agency services, Wide-format, finished goods); PREP 8%; DM 6%	DCS; OFS	Prv	1
359	382	Seaway Printing , Green Bay, WI	\$8.72	\$7.64	+14	Kevin Heslin	45	PUB 60%; COM 20%; BKS 20%	DCS; OFS	Prv	1
360	378	Haig Graphic Communications , Hauppauge, NY	\$8.69	\$7.95	+9	James Kalousdian	43	COM 100%	DCW; DCS; DWF; OFS; OFW; OFD	Prv	1
361	—	Push Solutions , New Berlin, WI	\$8.60	\$6.20	+39	Brad Flagge	35	COM 80%; SPEC 10% (Digital); PKG 10%	DCS; DWF; OFS	Prv	1
362	—	Big Visual Group , Antioch, TN	\$8.50	\$7.80	+8	Scott Snoyer	63	N/A	DCS; DWF	Prv	1
363	375	Merrick Printing , Louisville, KY Sub., Merrick Industries, Louisville, KY	\$8.30	\$8.00	+4	M. David Merrick	70	COM 50%; CAT 20%; DM 10%; PUB 10%	DCS; DWF; OFS; OFW; OFD	Prv	1
363	372	Hagg Press , Elgin, IL	\$8.30	\$8.30	—	Kern W. Hagg Jr.	48	BKS 38%; COM 25%; PUB 10%; DIR 5%	DCS; DWF; OFS; OFW	Prv	1
365	369	Stylecraft Printing , Canton, MI	\$8.20	\$8.40	-2	Richard A. Pesci	49	BF 80%; COM 18%; PKG 2%	FLX; LTR; OFS; OFW	Prv	3
366	387	Cushing & Co. , Chicago	\$8.09	\$7.18	+13	Cathleen Cushing Duff	51	SPEC 30% (Branded environmental graphics: wall graphics, privacy film, dimensional lettering); DM 15%; BKS 15%; PREP 5%	DCW; DCS; DWF; OFD	Prv	1
367	374	Lawton Connect , Orlando, FL	\$8.01	\$6.30	+27	Kimberly Lawton Koon	47	COM 79%; DM 15%; PKG 3%; PREP 3%	DCS; DWF; OFS; OFD	Prv	1
368	349	Dolce Printing , Maywood, NJ	\$8.00	\$8.00	—	Glenn Dolce	32	COM 60%; FIN 40%	DCS; OFS	Prv	1
369	373	Alexander Clark Printing , Boise, ID	\$7.95	\$8.10	-2	Michael Ayers	45	COM 60%; BF 40%	DCS; LTR; OFS; OFW	Emp	1
370	393	New London Communications , Alpharetta, GA	\$7.94	\$6.82	+16	Eric Rountree	38	COM 50%; PUB 10%; CAT 10%; DM 10%	DCS; DWF; OFS; OFW	Prv	1
371	368	Apex Color , Jacksonville, FL	\$7.80	\$8.60	-9	Richard Ghelerter	48	BF 52%; COM 48%	DCS; OFS; OFW	Prv	1
372	383	Prodigital Printing , Edison, NJ	\$7.65	\$7.60	+1	Larry Solomon	33	DM 50%; COM 30%; SPEC 20% (Promotional products, envelopes, folders and stationery)	DCS; DWF; OFS	Prv	1
373	384	CFC Print Solutions , Grand Prairie, TX	\$7.64	\$7.55	+1	Tommy Gillis	55	BF 63%; COM 25%; SPEC 12%	DCS; OFS; OFW	Prv	1
374	392	Ignite Graphics , Elmhurst, IL	\$7.59	\$7.00	+8	Lance Luka	34	BKS 30%; DM 25%; CAT 14%; PKG 10%	DCS; DWF; OFS; OFW	Prv	1
375	—	Intech Printing & Direct Mail , Naples, FL	\$7.58	—	—	Rodney Held	51	COM 20%; DM 15%; PKG 12%; PREP 10%	DCS; DWF; LTR; OFS; OFD	Prv	2
376	394	Classic Litho and Design , Torrance, CA	\$7.57	\$6.81	+11	Firo Nikravan	35	SPEC 30% (Wide-format); COM 30%; PKG 15%; CAT 15%	DCS; DWF; OFS; OFD	Prv	1
377	375	AC Printing , Euless, TX	\$7.50	\$7.20	+4	Ken Kanji	45	COM 70%; DM 25%; PREP 3%; SPEC 2%	DCW; DCS; LTR; OFS; OFW; OFD	Prv	1
377	—	Warwick Publishing , St. Charles, IL	\$7.50	—	—	N/A	N/A	SPEC 100% (Promotional)	N/A	N/A	N/A
379	399	Total Printing Systems , Newton, IL	\$7.41	\$6.50	+14	Richard M. Lindemann II	52	BKS 83%; COM 8%; BF 5%; PUB 2%	DCW; DCS; LTR; OFS; OFW; OFD	Prv	2
380	386	Custom Printing , Oxnard, CA	\$7.40	\$7.20	+2	Charles A. Utts	45	DM 35%; COM 20%; CAT 15%; BKS 10%	DCS; DWF; LTR; OFS	Prv	2
381	380	The Harty Press , New Haven, CT	\$7.32	\$7.65	-4	George R. Platt	41	DM 40%; COM 30%; SPEC 25%; PREP 5%	DCS; DWF; OFS; OFD	Prv	1
382	390	M13 Graphics , Schaumburg, IL	\$7.30	\$7.04	+3	Dan Banakis	37	COM 100%	DCS; DWF; OFS	Prv	1
383	400	Milpak Graphics , King, NC	\$7.28	\$6.44	+13	Billy Kilby	38	SPEC 100% (Tags and labels)	DCW; FLX	Prv	1
384	—	Colorchrome Atlanta , Norcross, GA	\$7.24	\$6.15	+17	John Rhodes	36	COM 100%	DCS; DWF	Prv	1
385	389	N.E.W. Printing , Appleton, WI	\$7.20	\$7.12	+1	Mark Weinfurter	38	COM 78%; DM 15%; SPEC 6% (Labels, tags, envelopes, folders, stationery); BF 1%	DCS; LTR; OFS	Prv	1
385	—	Alabama Graphics , Birmingham, AL	\$7.20	\$7.13	+1	John Davis	49	SPEC 100% (Digital printing)	N/A	Prv	2
387	391	Badger Tag & Label , Random Lake, WI	\$7.15	\$7.02	+2	Robert Thiel	38	SPEC 100% (Labels, tags, digital)	DCS; DWF; FLX; LTR	Prv	2
388	—	JP Graphics , Santa Clara, CA	\$7.12	\$7.55	-6	Joan D. Escover	45	COM 70%; PKG 10%; PREP 5%; PUB 5%	DCS; LTR; OFS; OFD	Prv	1
389	397	Paradigm Digital Color Graphics , Southampton, PA	\$7.09	\$6.55	+8	John Rosenthal	45	COM 65%; DM 25%; CAT 10%	DCS; DWF; OFS	Prv	1
390	—	Supreme Graphics , Arcadia, WI Div., Blaschko Enterprises, Arcadia, WI	\$7.00	\$6.27	+12	Charles Blaschko	57	COM 80%; BKS 15%; PKG 5%	DCS; DWF; LTR; OFS	Prv	2
390	388	DUKE , Eastlake, OH	\$7.00	\$7.15	-2	Blake A. Leduc	50	DM 40%; COM 35%; CAT 25%	DCS; DWF; OFS	Prv	2
392	396	Phoenix Data , Montgomery, PA	\$6.76	\$6.60	-4	Larry B. Lovell	36	BF 90%; COM 9%; SPEC 1% (Labels and tags)	OFW	Prv	1
393	—	BRD Printing , Lansing, MI	\$6.53	\$6.30	+3	David Lee	44	COM 80%; PUB 10%; DM 5%; INS 5%	DCS; OFS	Prv	1

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394	—	Carbonless and Cut Sheet Forms , New Concord, OH	\$6.50	\$6.40	+2	Chris Giller, Jason Killiany	31	BF 100%	DCS; OFS	Prv	1
394	—	E.H. Teasley & Co./Inkjet Printing International , Dallas	\$6.50	\$6.30	+3	Jeff Teasley	40	SPEC 100% (Signage and billboards)	DWF	Prv	1
396	—	Professional Printing Center , Chesapeake, VA	\$6.38	\$6.05	—	Brian Ward	55	COM 70%; DM 15%; CAT 10%; SPEC 5% (Promotional products)	DCS; DWF; OFS	Prv	1
397	—	Digital Marketing Services , Pelham, AL	\$6.31	\$6.10	+3	Ryan Cooper	38	DM 40%; FIN 30%; BF 10%; S/T 10%	DCW; DCS; DWF	Prv	1
398	385	FolgerGraphics Inc. , Hayward, CA	\$6.30	\$7.54	-16	Dick Folger	45	DM 30%; NEWS 30%; PUB 30%; COM 6%	DCS; OFS; OFW	Prv	1
400	—	Pro Print , Duluth, MN	\$6.00	\$5.83	+3	Creston Dorothy	48	COM 70%; PUB 15%; DM 15%	DCS; DWF; OFS	Prv	1
400	—	TPSi , Tulsa, OK	\$6.00	\$5.70	+5	Fadel F Iskander	30	S/T 70%; DM 15%; COM 5%; BKS 5%	DCS; DWF	Prv	2

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Top 5 Market Leaders

Sales figures shown below are based on 2018 PRINTING IMPRESSIONS 400 printers' self-reported total and market segment breakdowns. In 2016, RR Donnelley split into three separate, publicly-held companies: RR Donnelley, LSC Communications and Donnelley Financial Solutions. Only LSC, which announced it will be acquired by Quad/Graphics in mid-2019, provided market segment sales percentages based on our specific product categories. RR Donnelley was included in determining these Top 5 charts based on publicly disclosed information but, in some cases, its sales segmentation reporting may not align with our specific segment categories. In addition, we lack market segment sales percentages information for Taylor Corp., which might have potentially qualified to appear on some of these Top 5 charts.

TOP 5 BOOK PRINTERS

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	LSC Communications Chicago	\$1,008.00	\$3,600.00
2	Quad/Graphics Sussex, Wis.	\$247.86	\$4,131.00
3	The Command Web Group Secaucus, N.J.	\$125.93	\$257.00
4	Taylor Publishing Dallas	\$118.34	\$122.00
5	Walsworth Marceline, Mo.	\$92.18	\$180.75

TOP 5 CATALOG PRINTERS

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	Quad/Graphics Sussex, Wis.	\$578.34	\$4,131.00
2	Arandell Corp. Menomonee Falls, Wis.	\$94.08	\$98.00
3	Trend Offset Printing Los Alamitos, Calif.	\$30.00	\$300.00
4	Continental Web Press Itasca, Ill.	\$29.67	\$34.90
5	Universal Wilde Westwood, Mass.	\$28.00	\$80.00

TOP 5 PUBLICATION PRINTERS

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	LSC Communications Chicago	\$1,728.00	\$3,600.00
2	Quad/Graphics Sussex, Wis.	\$578.34	\$4,131.00
3	Trend Offset Printing Los Alamitos, Calif.	\$150.00	\$300.00
4	Transcontinental Montreal	\$122.19	\$1,527.32
5	Walsworth Marceline, Mo.	\$70.49	\$180.75

TOP 5 DIRECT MAIL PRINTERS

Rank	Company	Segment Sales (Millions)	Total Sales (Millions)
1	RR Donnelley Chicago	\$555.20	\$6,940.00
2	IWCO Direct Chanhassen, Minn.	\$470.60	\$470.60
3	Quad/Graphics Sussex, Wis.	\$454.41	\$4,131.00
4	SG360°, a Segerdahl Co. Wheeling, Ill.	\$265.20	\$312.00
5	Freedom Graphic Systems Milton, Wis.	\$153.14	\$161.20

The 2018 PI 400 Ranking

Listed in Alphabetical Order

If you know the name of a printing company that you think appears on the list, but you're not sure of its ranking, here's an easy way to locate that firm or to determine whether it's on the list at all. Simply search for the company name within the alphabetical listings below. In addition to each name and headquarters location, a corresponding number appears indicating that firm's ranking. Then, refer back to the actual list.

3A Press , Lajas, Puerto Rico.....306	Bayard Printing Group , Williamsport, PA.....285	Colorchrome Atlanta , Norcross, GA...384	DUKE , Eastlake, OH.....390
4over Inc. , Glendale, CA.....22	BCSI , Burnsville, MN.....321	ColorDynamics , Allen, TX.....139	E.H. Teasley & Co./Inkjet Printing International , Dallas.....394
5 Day Business Forms Mfg. , Anaheim, CA.....336	BCT , Fort Lauderdale, FL.....89	Colortree Group , Henrico, VA.....97	Econoprint , Verona, WI.....355
Abbott Communications Group , Maitland, FL.....341	Bennett Graphics , Tucker, GA.....265	The Command Web Group , Secaucus, NJ.....21	Elanders Americas , Davenport, IA.....76
ABS Graphics , Itasca, IL.....160	The Bernard Group , Chanhassen, MN.....32	Communicorp Inc. , Columbus, GA.....141	Ennis Inc. , Midlothian, TX.....16
AC Printing , Euless, TX.....377	Best Press , Addison, TX.....300	Compu-Mail/Dual Print and Mail , Grand Island, NY.....150	Envision3 , Bloomingdale, IL.....286
Acme Press d/b/a Calitho , Concord, CA.....217	Bestforms Inc. , Camarillo, CA.....341	Connecticut Color , Meriden, CT.....292	EP Graphics , Berne, IN.....171
Action Mailing & Printing Solutions , Liberty, MO.....320	Big Mountain Imaging , Philadelphia...270	Consolidated Label , Sanford, FL.....56	ER2 Image Group , Hanover Park, IL...341
Action Printing , Fond du Lac, WI.....309	Blanks Printing and Digital Solutions , Dallas.....223	Consolidated Press , Seattle.....255	FCL Graphics , Harwood Heights, IL...121
Adplex , Houston.....138	Blooming Color , Lombard, IL.....352	Continental Web Press , Itasca, IL.....147	Federal Direct , Little Falls, NJ.....219
Advanced Image Direct , Fullerton, CA.....198	Bolger Vision Beyond Print , Minneapolis.....128	Core Publishing Solutions , Eagan, MN.....71	Ferrari Color , Salt Lake City.....100
Alabama Graphics , Birmingham, AL...385	Bollin Label Systems , Toledo, OH.....335	CP Direct , Lanham, MD.....170	Fineline Printing Group , Indianapolis.....286
Alcom Printing Group , Harleysville, PA.....198	Bookmasters , Ashland, OH.....208	CPCneutek , Grand Junction, CO.....260	Fisher Group , Cedar Rapids, IA.....234
Alexander Clark Printing , Boise, ID...369	Boss Litho , City of Industry, CA.....312	Crossmark Graphics , New Berlin, WI.....202	The Flesh Co. , Fenton, MO.....189
Alexander's Print Advantage , London, UT.....263	Boutwell Owens & Co. , Fitchburg, MA.....178	Cushing & Co. , Chicago.....366	Flower City Printing , Rochester, NY...72
All Color Printers , Deer Park, NY.....246	Bradford & Bigelow , Newburyport, MA.....133	Custom Printing , Oxnard, CA.....380	FolgerGraphics Inc. , Hayward, CA.....398
The Allen Co. , Blanchester, OH.....241	Bradley Graphic Solutions , Bensalem, PA.....341	D'Andrea Visual Communications , Cypress, CA.....192	Foresight Group , Lansing, MI.....334
Allen Press , Lawrence, KS.....197	Big Visual Group , Antioch, TN.....362	Darwill , Hillside, IL.....114	Fort Dearborn , Elk Grove, IL.....12
Allen Printing , Nashville, TN.....312	BRD Printing , Lansing, MI.....393	DATA Communications Management , Brampton, Ontario.....26	Fort Orange Press , Albany, NY.....341
Alliance Franchise Brands , Plymouth, MI.....15	Brilliant Graphics , Exton, PA.....261	Data Papers , Muncy, PA.....268	Fortis Solutions Group , Virginia Beach, VA.....48
Alliance Printing , Houston.....264	Brodnax/Varidoc , Dallas.....290	Data-Mail Inc. , Newington, CT.....31	Forum Communications Printing , Detroit Lakes, MN.....125
The Allied Group , Cranston, RI.....185	BR Printers , San Jose, CA.....279	DATAMATX Inc. , Atlanta.....186	Foster Printing , Santa Ana, CA.....295
AlphaGraphics , Lakewood, CO.....20	Burton & Mayer , Menomonee Falls, WI.....279	Deluxe Corp. , Shoreview, MN.....6	Freedom Graphic Systems , Milton, WI.....30
AmeriCAL Inc. , Omaha, NE.....291	Canadian Bank Note , Ottawa, Ontario.....24	Delzer Lithograph , Waukesha, WI.....339	Freeport Press , New Philadelphia, OH.....111
American Litho , Carol Stream, IL.....40	Canfield & Tack , Rochester, NY.....275	Design Distributors , Deer Park, NY...234	Friesens Corp. , Altona, Manitoba.....60
American Spirit , Eden Prairie, MN.....70	Carbonless and Cut Sheet Forms , New Concord, OH.....394	DG3 Diversified Global Graphics Group , Jersey City, NJ.....33	Fuse LLC , Berkeley, IL.....143
AmeriPrint Corp. , Harvard, IL.....356	Carousel Checks , Palos Hills, IL.....252	DGI Invisals , North Billerica, MA.....341	Garlich Printing , St. Louis.....303
Amidon Graphics , St. Paul, MN.....241	Carter Printing , Richmond, VA.....303	Diamond Packaging , Rochester, NY...85	Geographics Inc. , Atlanta.....120
AMP Printing , Dublin, CA.....162	Cathedral Corp. , Rome, NY.....129	Digital Dog Direct , Ewing, NJ.....351	Gill Studios , Lenexa, KS.....105
Angstrom Graphics , Cleveland, OH...135	CE Printed Products , Carol Stream, IL.....257	Digital Label Solutions , Yorba Linda, CA.....357	Gilson Graphics , Grand Rapids, MI...176
ANRO Inc. , West Chester, PA.....117	Cenveo Enterprises , Stamford, CT.....8	Digital Marketing Services , Pelham, AL.....397	Glenroy Inc. , Menomonee Falls, WI...81
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